



DEPARTMENT OF THE AIR FORCE
HEADQUARTERS WARNER ROBINS AIR LOGISTICS CENTER (AFMC)

21 Dec 98

MEMORANDUM FOR ALL PROSPECTIVE OFFERORS

FROM: 78 CEG/CC
775 Macon Street
Robins AFB GA 31098

SUBJECT: Request For Proposal (RFP) F09650-98-R-0207, West Robins Housing Privatization Project

1. The attached solicitation is issued to satisfy a portion of the military family housing requirements at Robins AFB GA. The Robins housing goal is to provide access to safe, quality, affordable housing, in a community where military families will choose to live. The project involves a real estate transaction with the successful offeror under which the Government will contribute land and housing units by a conveyance of fee ownership, and provide funds in the form of a direct Government loan and/or Government limited loan guarantee of third party debt. In exchange, the successful offeror will obtain commercial financing needed to plan, design, develop, demolish (existing Wherry/Chapman units), construct (370 to 460 units), renovate or replace (300 Hillside units), own, operate, maintain and manage a rental housing development for a basic requirement of 670 and up to 760 military families for approximately 30 years. The successful offeror will own the land and housing units.
2. The strategy for the Robins AFB housing privatization initiative is to utilize a streamlined, non-FAR (not governed by Federal Acquisition Regulations), "best value" solicitation strategy that encourages maximum flexibility in proposal development. The goal of the source selection strategy is to select the proposal that best realizes the Robins AFB housing goal and demonstrates the private party's commitment to a long-term relationship with Robins AFB and the local community.
3. The solicitation methodology is a multi-phased approach. The objective of phase I is to down-select to those offerors whom the Government considers the best potential business partners with the greatest ability to provide the best value. The Government intends to down select to no more than five fully qualified business partners whose proposals demonstrate the highest probability of success. The objective of Phase II is to select the business partner offering the best value. Phase II will require offerors determined to be most qualified under Phase I to submit detailed technical proposals and detailed financial strategies for evaluation. The objective of Phase III is to conduct final negotiations with the selected offeror to finalize the remaining financial contingencies and complete the administrative details of implementing all agreements for award to the selected

offeror. Final negotiations are administrative in nature and will not encompass issues that affect the basis on which the source selection decision was founded.

4. Issuance of this solicitation initiates Phase I of the multi-phased solicitation approach. **Phase I qualifications/past performance submittals are due NLT 4:00 p.m., 22 Jan 99. The phase II technical concept and financial strategy submittals are due NLT 4:00 p.m., 16 Feb 99.** Offerors are instructed to refer to section 4.2., Solicitation Provisions and Submittal Requirements, of the RFP for submittal instructions. Specific phase I submittal requirements are included in Section 4.2.6. Offerors are cautioned to examine the complete solicitation package including all appendices, attachments, etc. As stated in RFP paragraph 4.2.4.5., proposals shall be addressed and marked as follows:

Attn: Angela Thompson
WEST ROBINS HOUSING PRIVATIZATION PROJECT
F09650-98-R-0207
WR-ALC/PKOS
215 Byron Street
Robins AFB GA 31098-1611

5. A self guided site visit will be available as follows:

Dates - Mon.- Fri., 04 Jan - 15 Jan; 19 Jan - 22 Jan *
Times - 0800-1200; 1300-1600

* NOTE: 18 Jan is a federal holiday; the Housing Office will be closed.

Offerors wishing to participate in the site visit shall submit written notification, including date and time of planned visit, by fax or e-mail to the points of contact listed in the paragraph below. Instructions for visiting the site will be available from Al Fiertner, RAFB Housing Manager, Bldg 274, 460 Perry Street, phone 912-926-2775. Offerors shall contact Mr. Fiertner upon arrival for the site visit.

6. Offerors are reminded that all information included in the solicitation CD is also available electronically on the Robins Housing Privatization website at <http://contracting.robins.af.mil/houspriv.ssi>. Questions concerning the RFP shall be directed to Angela Thompson, Contracting Officer, or Marty Ledden, Contract Negotiator, phone 912-926-9163, fax 912-926-0745, E-mail: adthomps@pk.robins.af.mil or mledden@pk.robins.af.mil.

(Signed)

JOHN W. MOGGE, JR.
Colonel, USAF
Commander/Base Civil Engineer